



EXPORTNews

"Your Partner in Exporting"

January 2006

Bureau of Industry & Security Seminars

"Complying with U.S. Export Controls" and "U.S. Technology Controls"

February 28 – March 2, 2006

GTRI Conference Center

250 14th Street, N.W., Atlanta, GA

Registration: **8:00AM**

Program: **8:30AM - 4:30PM**

Presented by:

The North Georgia District Export Council,
The Bureau of Industry & Security and Atlanta U.S. Export Assistance Center

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GEORGIA U.S. EXPORT ASSISTANCE CENTER WEBSITE

**The Georgia U.S. Export Assistance
Center now has its own website!**

**For your information on current
export topics, links to export trade
resources, our monthly newsletter
and upcoming local events, go to:**

www.buyusa.gov/georgia/page19.html

EXPORTNews is the monthly newsletter of the U.S. Commercial Service, U.S. Dept. of Commerce in Atlanta. It is distributed by email and winfax. To correct, add or delete an address, send complete contact information to the Atlanta USEAC at the email address or fax # listed above.

Complying with U.S. Export Controls:

The two-day seminar provides an in-depth examination of the Export Administration Regulations (EAR), covering the information exporters need to know to comply with U.S. export control requirements on commercial goods. We focus on the goods and activities subject to the EAR, the steps to take to determine export licensing requirements, how to determine your export control classification number (ECCN), when you can export or re-export without applying for a license, export clearance procedures and record keeping requirements, Export Management System (EMS) concepts, how to ensure compliance and how export controls are enforced. Presenters conduct hands-on exercises to prepare you to apply the regulations to your own company's exports. This program is well suited for those who need a comprehensive understanding of their obligations under the EAR. Seating for this seminar is limited to 165 participants.

U.S. Technology Controls:

This full-day seminar offers a comprehensive view on complying with U.S. Government export and re-export controls for technology, software and encryption. The course focuses on the regulatory requirements for technology and software, including what is considered an export or re-export of technology or software; what technology and software is subject to the Export Administration Regulations; what license exceptions are available for technology exports; the latest developments in encryption controls including the provision for >64 bit "mass market" encryption, for U.S. origin encryption components incorporated into foreign products as well as encryption notification and reporting requirements. BIS technical and policy specialists examine critical export control issues that may arise in the employment of foreign nationals and for foreign items incorporating, or produced from, controlled U.S.-origin software and technology. Maximum seating for this seminar is limited to 55 participants, please register early for these events to ensure your seating.

For cost and how to register? Click on the following link

<http://www.buyusa.gov/georgia/53.html>, complete the online registration form and or email Vicki.Tolefree@mail.doc.gov for more information.

CS MARKET OF THE MONTH

Feature on Argentina and Uruguay, the South American River Plate Region

The River Plate region, composed of Argentina and Uruguay, offers a strategic location for trade with MERCOSUR (South American Common Market) and the rest of Latin America. Argentina and Uruguay are long-standing stable democracies with robust economic growth, and competitive, skilled and highly educated labor forces. U.S. companies will encounter excellent opportunities to do business successfully in both countries. Best prospects for U.S. companies include: Agricultural Products and Machinery, Electric Power Systems, Industrial Chemicals, Food Processing and Packaging Equipment and Parts, Medical Equipment and Supplies, Information Technology, Mining Machinery and Equipment, Telecommunication Services, and many more!

Learn more about opportunities in the River Plate Region today!

http://www.export.gov/comm_svc/press_room/marketofthemonth/RiverPlateRegion/riverplateregion.html

FREE TRADE AGREEMENTS (FTAs)

Free Trade Agreements (FTAs) can help your company to enter and compete more easily in the global marketplace. Trade agreements help level the international playing field and encourage foreign governments to adopt open and transparent rulemaking procedures, as well as non-discriminatory laws and regulations. FTAs help strengthen business climates by eliminating or reducing tariff rates, improving intellectual property regulations, opening government procurement opportunities, easing investment rules, and much more.

International trade is an integral part of the U.S. economy, accounting for more than one-quarter of U.S. gross domestic product and supporting more than 12 million U.S. jobs, including 1 in 5 manufacturing positions. FTAs can be a catalyst for accelerating economic growth by allowing greater competition, encouraging the formation of international partnerships, and by greatly liberalizing many industries. Most FTAs include specific obligations in the areas of intellectual property, services, investment, and telecommunications. Many FTAs also provide for ground-breaking cooperation in promoting labor rights and the environment.

This website is designed to help you learn more about U.S. Free Trade Agreements and how they can help grow your business. Learn how your company can benefit from FTAs today www.export.gov/fta!

CURRENT NEWS:

The House Ways and Means Committee and the Senate Finance Committee on Friday (11/18/2005) unanimously approved legislation (HR 4340, S 2027) implementing the US-Bahrain Free Trade Agreement.

CHINA TO CUT IMPORT TARIFFS ON 100 CATEGORIES

Beginning January 1 of 2005, China has cut import tariffs on more than 900 products and lowered the general level of import tariffs to 9.9 percent. Xinhua Agency released the news on December 14, 2005 that China will further cut import tariffs on more than 100 categories of products starting January 1, 2006, involving vegetable oil, raw chemical materials, automobiles and parts. Since China has fulfilled most of its tariff reduction obligations, the latest plan will not have a big impact on China's overall tariff level. China's overall level of import tariffs will remain at 9.9 percent in 2006. The average import tariff will be 15.2 percent for farm produce and 9.0 percent for industrial goods. In 2006, China will abolish tariffs and quota management of soybean oil, palm oil and rapeseed oil. China started collecting specific export tariffs on six kinds of textile products from January 1, 2005. As of January 1, 2006, China will stop collecting export tariffs on textile goods.

CHINA INTELLECTUAL PROPERTY RIGHTS ADVISORY PROGRAM FOR SMALL TO MEDIUM SIZED ENTERPRISES

The U.S. Department of Commerce, in cooperation with the American Bar Association, the National Association of Manufacturers, and the American Chamber of Commerce in China, has established a new China Intellectual Property Rights Advisory Program. Through this program, American small and medium-sized enterprises (SMEs) can request a free, one-hour consultation with a volunteer attorney experienced in both IPR issues and the Chinese market to learn how to protect and enforce intellectual property rights (IPR), such as trademarks, patents or copyrights, in China. The SME China IPR Advisory Program seeks to:

- Help American businesses understand the steps they must take to develop an intellectual property protection strategy for the Chinese market;
- Help U.S. companies facing China-related IPR disputes pursue resolution to their problems; and

- Reinforce the message that it is essential for U.S. companies to take action to protect and enforce their IPR in accordance with China's civil, administrative and criminal laws, and that failing to act can have devastating consequences for future business.

To request a free consultation with a volunteer attorney or obtain additional information regarding this Program, please contact Christina Heid of the American Bar Association preferably by email at introl@staff.abanet.org, with the subject line "SME China IPR Advisory Program-Request for Assistance," or by telephone at (202) 662-1034.

WOOD PACKAGING MATERIALS - CHINA

China has notified WTO that all raw wood softwood and hardwood wood packaging materials (WPM) will be required to be treated and officially marked in line with ISPM 15 as of January 1, 2006. For details go to: <http://www.aphis.usda.gov/ppq/wpm/export/china.html>

EUROPEAN UNION

BINDING TARIFF INFORMATION

The European Union has created the Binding Tariff Information (BTI) system as a tool to assist exporters to obtain the correct tariff classification for goods they intend to export to the EU. Binding Tariff Information is issued on request to economic operators by the customs authorities of the Member States. It is valid throughout the Union, regardless of the Member State that issued it. The main benefit to the holder is legal certainty with regard to tariff classification. This is important, as tariff classification is the basis for determining customs duties, export refunds and the application of other related legal provisions (e.g. import/export certificates). For details please go to: http://europe.eu.int/comm/taxation_customs/common/databases/ebti/index_en.htm

GREECE'S LAW 89/1967 GIVES WAY TO LAW 2992/2002 (ARTICLE 12) BRINGING AN END TO AN ERA THAT LASTED 39 YEARS

by George Bonanos, Commercial Assistant, Athens

U.S. companies doing business in Greece through Law 89 are alerted that a major change is underway. Law 89/1967 has been Greece's regime providing exemptions and facilitations to foreign enterprises to operate out of Greece conducting business outside Greece. This law 89 regime served many U.S. businesses catering the shipping sector, because of the large number of Greek owned vessels are managed through companies registered outside Greece.

The new law had been drafted giving a deadline for companies to apply for the new status by December 31, 2005. However, passing through parliament the deadline was extended to March 31, 2006.

U.S. business facing any questions regarding this issue should consult qualified tax advisors.

COMPLYING WITH THE MADE IN THE USA STANDARD

The Federal Trade Commission (FTC) is charged with preventing deception and unfairness in the marketplace. The FTC Act gives the Commission the power to bring law enforcement actions against false or misleading claims that a product is of U.S. origin. Traditionally, the Commission has required that a product advertised as Made in USA be "all or virtually all" made in the U.S.

After a comprehensive review of Made in USA and other U.S. origin claims in product advertising and labeling, the Commission announced in December 1997 that it would retain the "all or virtually all" standard.

The Commission also issued an Enforcement Policy Statement on U.S. Origin Claims to provide guidance to marketers who want to make an unqualified Made in USA claim under the "all or virtually all" standard and those who want to make a qualified Made in USA claim.

For information from the Federal Trade Commission on Made in USA Standards, go to: <http://www.ftc.gov/os/statutes/usajump.htm>

Bureau of Industry and Security Implementation Guidance for November 16, 2005 Libya Rule

On November 16, 2005, the Bureau of Industry and Security (BIS) published an amendment to the Export Administration Regulations (EAR) establishing a new license exception to facilitate the export and reexport of certain items subject to the EAR to U.S. persons in Libya. BIS published the amendment specifically to facilitate U.S. persons business activities, including humanitarian activities, in Libya. The new license exception, "U.S. Persons in Libya" (USPL) is found in Section 740.19 of the EAR. For more information, go to http://www.bis.doc.gov/PoliciesAndRegulations/LibyaGuidance11_16_05.htm



UPCOMING EVENTS

Boost Your Bottom Line: U.S. POULTRY & EGG ASSOCIATION EXPORT SEMINAR Tuesday, January 24, 2006 • 1:00-3:30 p.m. • Georgia World Congress Center Atlanta, Georgia

The International Poultry Expo is one trade show you shouldn't miss! Every segment of the poultry and egg industry is represented: feed milling, live production, hatchery, processing, further processing, packaging, commercial egg, marketing, and all support activities. Funds earned at the International Poultry Expo are funneled directly back into the industry in the form of research grants, educational programs, communications, and product promotion. Visit the site for more information

<https://www.internationalpoultryexposition.com/>

About the Speakers:

TOM STRAUSS oversees U.S. Commercial Service operations in Georgia, Florida, Arkansas, Alabama, Mississippi, Oklahoma, and Puerto Rico. He leads a group of 30 + international trade specialists who help companies succeed in international markets through export counseling, seminars and market research. Maria Gutierrez is a Trade Finance Specialist from Export-Import Bank in Miami. She works directly with U.S. exporters to finance export transactions.

GREG TYLER supervises the U.S.A. Poultry & Egg Export Council's marketing programs throughout the world and provides administrative oversight for the organization's 13 international offices. Prior to working with USAPEEC, Tyler was director of international trade for the Georgia Department of Agriculture.

TOBY MOORE, vice president of communications, joined USAPEEC in 1993. Prior to that, he edited *Poultry & Egg News*, a trade publication that covers the U.S. poultry and egg industry, for four years. He also edited the Georgia Department of Agriculture's *Farmers and Consumers Market Bulletin*.

To register click on

www.jpe06.org/registration/export/ex_reg.cfm

If your company only sells domestically, you're probably reaching just a small share of your potential customers. Exporting also enables companies to diversify their portfolios and to weather changes in the domestic economy. Free trade agreements have opened up markets in Australia, Chile, Singapore, Jordan, Israel, Canada and Mexico, creating more opportunities for U.S. businesses. Negotiations also have concluded on a Central American Free Trade Agreement involving Costa Rica, Honduras, Guatemala, El Salvador, Nicaragua and the Dominican Republic. Join USPOULTRY, in cooperation with the Georgia Department of Economic Development, The U.S. Department of Commerce, ExImBank and USAPEEC for a **free seminar** that will help prepare you for going global.

Arab Health 2006

Medical ~ Dental ~ Laboratory ~ Ophthalmology)

Dubai World Trade Center

UAE ~ January 22-25, 2006

Are you missing out on a GREAT market for U.S. Medical Products? The United States is a key source for medical equipment in the Middle East. Trends continue to point toward market growth. The healthcare industry in the Middle East is estimated to be over US\$81.4 billion per year, and the U.S. sells over \$500 million in medical, dental, and ophthalmic equipment to the region. With increasing oil revenues, this region has the means to source the high-quality U.S. products they demand – do not miss this excellent opportunity!

Get to Arab Health:

American Product Literature Center - \$500

Need a cost-effective way to test the market? Stay at home while industry specialists from the Department of Commerce promote your literature to distributors/agents at the show!

- Your contact/product information distributed via the APLC Directory.
- *Personalized* trade lead booklet with distributors/agents that registered interest in your product line.

Full Booth Space - \$595 per square meter

Ready to tell the world about you? This gives you a major show presence – show organizer, Kallman Worldwide, offers:

- Assistance determining booth space needed.
- Assistance with transportation arrangements and travel plans.

Interested? Call Lisa Huot at 202-482-2796

Monterrey Business Encounter Mission Monterrey Mexico February 2006

The Monterrey Retail Business Encounter, consisting of a trade mission with tabletop display and reception, will take place in February 2006. The one-day seminar for buyers and suppliers will include pre-arranged one-on-one business meetings and a reception, where southern dishes will be prepared and sampled. This activity is free to suppliers that attend to showcase their own products. Suppliers who cannot attend may pay \$100.00 and provide samples and literature to be displayed by SUSTA representatives. These suppliers will receive trade leads from the event. During the event, a SUSTA chef will prepare a sampling menu for buyers to highlight product quality and to demonstrate preparation techniques. SUSTA hopes to educate buyers on using frying mixes, instant soups, etc. The atmosphere will be relaxed, an environment preferred by most Latin American business people.

For more information, contact Erica Skrine
eskrine@agr.state.ga.us

SATELLITE Conference and Exhibition (International Buyers Program) February 6-9, 2006 Washington, D.C. Convention Center Washington, D.C.

SATELLITE 2006 is the satellite industry's largest, most comprehensive and established conference and exposition worldwide. This is the world's largest gathering of innovations, technologies and professionals and offers invaluable business solutions and mission-critical options to specific operational requirements. During the show, long-term business contacts are developed, contracts are signed, products are demonstrated and leaders within the industry share marketplace intelligence and business solutions. The 2004 show had 206 exhibiting companies spread over 45,800 net square feet or exhibitor space.

The 2004 show was attended by 4,630 professionals. Click on the following link for more information
www.satellite2006.com

Sponsor: Via Satellite Magazine & Satellite Business Solutions Magazine

Contact: Susan Cuevas, Trade Show Director,
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Tel.: 301-354-1667; Fax: 301-340-7136; E-
mail: scuevas@accessintel.com
or Sean McAlister, IBP
Tel: 202-482-6239, Fax: 202-482-311
Email: Sean.McAlister@mail.doc.gov

ALIMENTARIA Barcelona, Spain March 6-10, 2006

This is one of the largest international food show in Europe. There will be about 5000 exhibitors from 70 countries and they expect to have about 150,000 visitors at the show. The State of Georgia Department of Agriculture, European Office would be interested to participate again at this show. We would appreciate to hear about any interest of Georgia companies to share a booth or to send products. For more details, please contact Ms. Corry de Wit at the European Office.
E-mail: georgiausagcdewit@arcadis.be
Telephone: 011-32-2-6471815
For more details about the show click on the following link: www.alimentaria.com

2006 Pollutec China March 8-10, 2006

Shanghai

<http://www.pollutec-china.com>

**Georgia companies will exhibit at the
front of the U.S. Pavilion
for only \$2,000! Standard 9m² booths
normally cost \$3,250.**

Exhibit package includes U.S. Department of Commerce support, bilingual company name display, reception counter, bar stools, round table, folding chairs, and spotlights.

For more information, please contact International Trade Specialist Renée Rosenheck at 404-962-4117 or rosenheck@georgia.org Robert Leach at 404-897-6082 or Robert.leach@mail.doc.gov

Trade Mission to Brazil & Chile:

March 12-17, 2006

Trade Mission to Northern

Ireland/Ireland: April 9-15, 2006

Companies interested in the trade mission to Brazil and Chile will be able to utilize the mission's resources to discover or rediscover the endless opportunity of the quickly-growing economies of South America. Participants will travel first to Sao Paolo and then to Santiago, and will have ample time to meet with potential business partners. Likewise, companies that participate in the trade mission to Ireland will arrive in Dublin first and then travel to Belfast in a week long experience of a nation that has one of the fastest growing economies in Europe. Sponsored in part by the Northern Ireland Chamber of Commerce and Industry and the Dublin Chamber of Commerce, participants will have access to valuable resources and contacts. Both missions will inevitably enhance participants' opportunities to globally expand business and establish invaluable contacts worldwide.

Participants in either mission will benefit from in-country briefings, pre-qualified business meetings and press exposure, as well as new contacts and/or developing existing business relationships.

For more information, contact Sheila Hortman:
Phone: (404) 962-4116 or email:
shortman@georgia.org.

TelecomNEXT

(International Buyers Program)
Mandalay Bay, Las Vegas, NV
March 20-22, 2006

Show Summary: The United States Telecom Association (USTA) is the premier trade association representing service providers and suppliers for the telecom industry.

USTA represents more than 1,200 companies offering a wide range of services, including local exchange, long distance, wireless, internet, and cable television service. Click on the following link for more detailed information www.usta.org or <http://www.telecom-next.com/>

Sponsor: United States Telecom Association
1401 H Street, NW, Suite 600
Washington, D.C 20005-2164

Contact: Mark Rebholz
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GEORGIA PAVILION AT FMI/USFES

MAY 7-9, 2006

CHICAGO, IL

---ONLY 3 MORE BOOTHS LEFT!!!!!--

The 2006 Georgia Pavilion will consist of 10 booths (each 10'x10') and will be located in the most desirable FIRST AISLE at the main entrance (8000 Aisle). The cost of each booth will be \$2600 for a full 10'x10'. The booth allocation will be done on a first come, first serve basis and include your company's name printed overhead, a lockable storage unit at the front of the booth displaying your company's logo, with a countertop, and a shelf inside. There will also be shelving on the back wall with four adjustable shelves, lighting (placed at the very top of the walls to illuminate the booths underneath), 2 chairs, trash can, carpeting, and padding. A non-refundable deposit of \$600 secures a reservation in the Georgia Pavilion. (Half-booths options may be available).

For more information, please contact or David Bryant at dbryant@agr.state.ga.us or Gregory Higgins at ghiggins@agr.state.ga.us or telephone: (404-656-3740)

CHILEAN REVERSE TRADE MISSION AT FMI

MAY 7- 9, 2006

CHICAGO, ILLINOIS

The following imports are in demand: snack foods, including high energy nutritional snacks for sports; frozen prepared dinner entrees and frozen bread products; dairy products, fresh and frozen, such as

yogurt and specialty drinks; processed meats, sardines and tuna; dietetic snacks and candies; baked goods and mixes; sweets, gums and chocolates; and specialty pet foods (other than dry dog food).

In cooperation with the Agricultural Trade Office in Santiago, SUSTA will host a reverse trade mission to the FMI Show (www.fmi.org/events/may/2006) in Chicago, May 7-9, 2006.

For more information, contact Erica Skrine at eskrine@agr.state.ga.us.



Introduction

The Department of the Interior is pleased to announce that it will be leading **TWO Business Opportunities Missions in 2006**, one to the territory of the **U.S. Virgin Islands**, and another to the territory of **American Samoa**. The Missions are part of the ongoing initiative of the Department of the Interior to foster private sector-led economic development in the U.S.-affiliated insular areas. Like the Conferences and Mission that have already taken place, the purpose of these Missions is to help U.S. businesses take advantage of exciting opportunities in the U.S. territories and in nations in "free association" with the U.S.

By participating in one of these Missions, you would receive high-level briefings from government leaders from each jurisdiction describing their development priorities and the steps they are taking to encourage investment. You would also meet with local business leaders to discuss the business climate and opportunities in the islands. In addition, you would be invited to participate in a series of pre-screened one-on-one meetings with island businesspeople and/or government officials to discuss specific projects.

Destinations

U.S. Virgin Islands, March 2006

American Samoa, May 2006

Participants will convene for the Virgin Islands Mission on St. Croix on Monday, March 5, 2006; for the American Samoa Mission, we will begin in Honolulu on May 7, 2006. Both missions will make several stops in the respective territories. The Virgin Islands Mission will touch all three major islands in the U.S. Virgin Islands, and the American Samoa Mission will stop in both Tutuila and Manu'a. The U.S. Virgin Islands boast some of the best telecommunications infrastructure in the Caribbean region, and offers opportunities in sectors ranging from light manufacturing to financial services and tourism. American Samoa boasts some of the most stunning natural scenery in the world, and is looking to diversify its economy away from the fisheries that have sustained the territory.

For additional information on Mission details, please contact Angela Williams at (202) 208-3003 or Joseph Gecan at (202) 208-6638. If you have any questions regarding the application, or to request a paper application, please contact Isabelle Howes at (202) 314-4713. **Visit the website:**

<http://www.islandbusinessopportunities.com/events.htm>

We hope you've enjoyed this edition of our newsletter. Any mention of non-government sources does not constitute endorsement. If you have any questions or comments, contact us at Office.Atlanta@mail.doc.gov
<http://www.buyusa.gov/georgia>
Phone: 404-897-6090; Fax: 404-897-6085

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